



## I've achieved great success as owner-operator of my company. What next?

Congratulations. Those years of hard work alongside your customers and employees have allowed you to create a successful, stable business. You are now ready to do something else with your life. Traveling, enjoying life, or spending more time with your spouse and grandchildren have become more important to you than spending much of the day at work. Yet you want your business to be in good hands.

Delphis Capital is a unique financial partner to business owners like yourself, offering exit possibilities as well as dedicated resources to grow your business responsibly. Before anything, though, it is important that you think about the following questions:

- What level of involvement do you want in your business, in the future?
- Which areas of your day-to-day do you enjoy - and which would you prefer that someone else handle?
- What would be your ideal role in 6-12 months?
- How much flexibility would you like to have 5 years from now?
- What kind of financial partner are you looking for?
- One with a financial focus and a preference for maximizing the company's financial structure (debt, outsourcing, roll-ups, etc), or a partner with proven leadership and experience to maximize your company's impact and your legacy?
- Would you prefer to sell all or part of your company to an investor that has a track record of focusing on employees and of acting with integrity? Or is this not important?
- How important is it for an investor to be 100% focused on your business, after investing?
- Are you comfortable with a firm that dilutes its attention across 5 or more portfolio companies?
- Do you have family members and other key employees who you want to make sure are taken care of, after you sell your company?
- Would you like to participate in the future upside of the business and maintain a minority ownership position?

This is an exciting time for you. Delphis Capital would look forward to discussing these questions with you in the strictest confidence - to create a liquidity event for you that satisfies your goals and objectives.